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## **Mike Newland, Director of Agriculture Business Development**

Michael Newland is director of agriculture business development for the Propane Education & Research Council.

In his role, Newland promotes propane use for agricultural markets. He facilitates the adoption of propane-powered equipment, appliances, and vehicles through market development and product development to preserve existing markets and develop new growth opportunities.

He brings more than 20 years of experience in sales, sales and project management, and brand development in the agriculture market to the role. Most recently, Newland served as National Sales Manager for Business Development at AgYield, a full-service revenue management company for growers based in Illinois. Prior to AgYield, he was Vice President of Sales and Operations for the Midwest USA Division of MagGrow, and he worked as the Director of Field Operations and National Agronomist for Wilton Agriculture Strategies.

Newland received his bachelor's degree in organizational management from Bluffton University. He lives in Morrow, Ohio.

For more information about propane use on the farm and the Propane Education & Research Council, visit [www.propane.com](http://www.propane.com).